

What would people be saying when cash is business as usual?

Cash

Supplier X wants to extend their payment terms, what will that cost? We should try to negotiate a better margin as a result. **Buyer**

On the Supplier joint trading plans we now have cash KPIs for the first time. **Finance**

The new Supply reports state we have too much of Product X - we should not buy any more. **Supply Team**

We are ensuring all rent reviews are done on time to maximise our income. **Property**

Supplier Z is constantly asking for early payment, shall we ask for more discount? **Buying Manager**

The new cash reports and insights are helping me hold my team to account. **Accounts Receivable Director**

By being better organised we are raising all the customer invoices on time to ensure we get the cash in as quickly as possible. **Receivables Team**

We have a new Supplier, what terms should they be on? We should look at how long it takes to sell their product and match the terms. This will let us sell the product to the customer before we pay the Supplier. **Buyer & Finance Manager**

Post this range rebuild we are going to have £1m of discontinued stock – we should try and sell this off at a discount to limit the cash loss, if we wait too long the stock will be obsolete. **Buyer**